

# THE TRANSPORTATION LINK



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Office of Small and  
Disadvantaged  
Business Utilization*

At the U.S. Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization we are committed to providing you with information that will help you market your business and learn more about transportation-related contracting opportunities.

In this edition of the Transportation Link, we outline sources you can access to learn more about contracting opportunities. After we provide federal and state resources, we highlight some “mega” projects that are underway across the country in different transportation modes that represent potential contracting opportunities for small business. Many of them have their own web sites and publicize their own contracts. Examples of a number of these projects are given.

November is Native American month. I hope you will all take the time to appreciate our Native American culture and the contributions Native Americans have made to our country.

The Transportation Equity Act for the 21<sup>st</sup> Century (TEA-21) includes provisions pertaining to the Indian Reservation Roads program. We have taken this opportunity to provide an update on DOT’s progress in implementing this initiative.

I hope all of you will have a happy and safe Thanksgiving.

## Contracting Opportunities for the Millennium

As fiscal year 2000 unfolds, this is a good time for small and disadvantaged businesses to take advantage of a wide variety of contracting opportunities at the federal, state and local level. This article focuses on the web-based resources you can use to learn more about these contracting opportunities.

### Electronic Posting System (EPS)

EPS, a web-based system for posting solicitations and other procurement-related documents to the Internet, is being used extensively by the Department of Transportation (DOT) and other federal agencies. As discussed in the

documents, such as solicitations, amendments, and award notifications to a common index. This index-accessible on <http://www.eps.gov> allows vendors to search databases containing information from many federal agencies. Vendors may also subscribe to EPS at the site listed above to receive daily e-mail notifications of requirements sorted by selected organizations and product service classifications, or by solicitation number.

During the months of September and October, on average approximately 60 DOT contracting opportunities were posted in EPS and forwarded by e-mail to subscribed vendors.

### Procurement Forecast

The U.S. DOT *Procurement Forecast FY 2000* serves as a central location for anticipated procurement opportunities from all twelve of DOT’s Operating Administrations for fiscal year 2000. There are currently over 750 opportunities included in this document representing a wide variety of potential projects.

For example, the Federal Aviation Administration (FAA) has forecast a contract for Host/HOCSR Engineering Studies estimated at over \$10 million, and the National Highway Transportation Safety Administration (NHTSA) has a two-year project to assess the history of “points” on driver license



October edition of the Transportation Link, <http://osdbuweb.dot.gov/translink/oct99/index1.htm> the U.S. Department of Transportation (DOT) made use of the EPS mandatory beginning October 1, 1999 for all its procurement organizations currently posting requirements to the Internet.

EPS allows contract specialists to post synopses and other procurement

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records estimated between \$100 – \$500 thousand. The Federal Highway Administration (FHWA) has a \$500 thousand to \$3 million contract for a study on the Effects of Intersection Design on Pedestrian and Bicycle Safety.

These and many more potential opportunities in the *FY 2000 Procurement Forecast* can be viewed electronically on the OSDBU web site at <http://osdbuweb.dot.gov/conop1.html>. The data can be sorted and searched in a variety of formats.

The contact information located throughout the *FY 2000 Procurement Forecast* is also a very valuable resource for businesses trying to market DOT.

### State Departments of Transportation

State DOTs publicize contracting opportunities through a variety of means. On the OSDBU web site at <http://osdbuweb.dot.gov/programs/states.html> we have assembled for each state, where the information is available, hyperlinks to the state DOT web site, a page on their acquisitions program, and their databases of contracting opportunities.

Large construction projects that have their own web pages will also be listed under the corresponding state.

### “Mega” Projects

There are many large-scale transportation projects, that may be regional or intermodal in nature, that

provide a wide range of contracting opportunities. The Transportation Equity Act for the 21<sup>st</sup> Century (TEA 21) signed into law on June 9, 1998, provides the federal funding authorization for many of these projects. (The August 1998 edition of the *Transportation Link* located at <http://osdbuweb.dot.gov/translink/aug98/index1.htm#TOC1> featured an article on Tea-21 Contract Opportunities.)

The reauthorization of DOT's Disadvantaged Business Enterprise (DBE) Program is provided for in TEA-21. For more information on the DBE program visit the OSDBU web site at <http://osdbuweb.dot.gov/programs/dbe/dbe.htm>. Included on this page are hyperlinks to state DOT web sites and state DBE



program liaison officers, for you to learn more about individual state DBE programs.

With the passage of TEA-21, billions of dollars in contract opportunities became available for participating DBEs in programs which fall under Title I (Federal-Aid Highways), Title III (Federal Transit Administration Programs), and Title V (Transportation Research).

Highlighted below are a few examples of these large projects:

### Central Artery/Tunnel (CA/T) Project - Boston, MA

The (CA/T) Project, or “Big Dig,” is a \$13 billion effort considered by many

to be one of the largest, most complex and technologically challenging highway project ever attempted in American history. The purpose of the project is to redesign the city's main transportation artery. The Massachusetts Transit Authority (MTA) is building 161 lanes miles of highway in a 7.5 mile corridor, about half in tunnels, including four major highway inter-



changes. The nation's largest deployment of intelligent transportation systems (ITS) technology within one city is an integral part of this project.

An informative web site with contracting opportunities can be viewed at <http://www.bigdig.com>

### Miami Intermodal Center (MIC) – Miami, FL

The Miami Intermodal Center (MIC) strategically located near, and integrated with, the Miami International Airport is proposed to serve as a regional hub for public transportation modes. It will serve other transportation modes as well, providing access to taxis, private autos, pedestrians and bicyclists. Total cost of the MIC Program was estimated to be approximately \$1.9 billion (in 1995 dollars). Construction will be phased over



a 12 –15 year span.

Additional information on the MIC can be viewed on the Florida DOT web site at <http://www.dot.state.fl.us/more-DOT/mic.htm>

### Winter Olympic Games – Salt Lake City, UT

A variety of transportation projects are scheduled in the Salt Lake City region partially in preparation for the 2002 Salt Lake City Winter Olympic Games. Transit projects include the North/South Light Rail System, the Salt Lake City/Downtown Connector, intermodal passenger facilities, and more. The I-15 North Corridor Plan includes an initial



phase that will be completed by the summer of 2000, but the full North Reconstruction project is scheduled to be completed in 2012.

Three million dollars (\$3 million) has been targeted for the ITS deployment project.

You can learn more about *Transportation Assistance for Olympic Cities* referenced in the Transportation Equity Act for the 21<sup>st</sup> Century (TEA-21) at <http://www.fhwa.dot.gov/tea21/factsheets/olympic.htm>. The light rail project is described on the Utah Transit Administration web site at <http://www.utabus.com/Default.asp> and the I-15 North Corridor Plan is outlined on the Utah DOT web site at <http://www.sr.ex.state.ut.us/i-15north/>

### Tren Urbano, PR

The Puerto Rico DOT and Public Works (DTPW) has a large project underway on the construction of the first modern rail transit system in Puerto Rico called Tren Urbano. The 17-kilometer, 15-station Phase I line of this automated heavy rail system in the San Juan metropolitan area is slated to begin operations in the summer of 2001. The



initial phase of this project has been estimated at \$1.25 billion. Future phases are already being planned.

The Puerto Rico DTPW provides information on the Tren Urbano project at <http://www.dtpw.gov.pr/english/tu/tu.htm>

### Alameda Corridor – Long Beach and Los Angeles, CA

The purpose of the Alameda Corridor project in California is to improve railroad and highway access to the Ports of Long Beach and Los Angeles which together comprise the San Pedro Bay Ports, the largest port complex in the United States. The corridor is being developed to consolidate the operations of three freight railroad carriers into one high-speed, high capacity corridor. In



addition, Alameda Street will be improved to provide better access from the ports to freeway ramps. The estimated cost of this project is close to \$2 billion.

Information on the Alameda Corridor project can be accessed at <http://www.scbbs.com/alameda/alameda.htm>. A listing of contracting opportunities involved with this web site can be viewed on the California Department of Transportation (Caltrans) web site at <http://www.dot.ca.gov:80/hq/TransPrg/federal/scag/ftip-local-la.htm>

### Dallas Area Rapid Transit – Dallas, TX

Over the next five years, the Dallas Area Rapid Transit (DART) will add more than 50 miles of rail service, 20 miles of fast-moving high occupancy vehicle (HOV) lanes, 55 new rail cars,



and nearly 500 state-of-the-art buses. Included will be 14 new rail stations, and new transit and transfer centers.

A focal point of this expansion is the construction of a 12.5-mile Dallas North Central Extension. Total cost of this project is estimated at approximately \$517 million.

The DART web site has a section on their expansion program at <http://www.dart.org/expansion/index.html>

## St. Louis Airport – St. Louis, MO

In September 1998, the St. Louis Airport Authority announced that a \$2.6 billion expansion project for Lambert-St. Louis International Airport had been approved. This 20-year project will provide an additional runway, double the passenger terminal space, dou-



ble the number of parking spaces, and increase the number of passenger gates.

You can learn more about this project on the Lambert-St. Louis Airport web site at <http://www.lambert-stlouis.com/expansion/index.htm>.

## Intelligent Transportation System (ITS) Contracts

Many of these large transportation projects have an Intelligent Transportation Systems (ITS) component. The *ITS America* web site includes extensive information on ITS projects. Their section on State Chapters located at <http://www.itsa.org/state.html> provides hyperlinks to state ITS information.



## Conclusion

The passage of TEA-21 opened a window of opportunities for small and disadvantaged businesses across our nation for years to come. Small businesses need to target marketing opportunities, meet with recipients of this funding, and form strategic alliances to access the contracting opportunities that are available on these projects.

# For More Information

### Electronic Posting System

<http://www.eps.gov>

### DOT Procurement Forecast

<http://osdbuweb.dot.gov/conop1.html>

### State DOT Web Sites

<http://osdbuweb.dot.gov/programs/states.html>

### TEA-21

<http://www.fhwa.dot.gov/tea21/index.htm>

### DBE Program

<http://osdbuweb.dot.gov/programs/dbe/dbe.htm>

### Central Artery/Tunnel Boston, MA

<http://www.bigdig.com>

### Miami Intermodal Center Miami, FL

<http://www.dot.state.fl.us/moreDOT/mic.htm>

### TEA-21 Reference to Winter Olympic Games

<http://www.fhwa.dot.gov/tea21/factsheets/olympic.htm>

### Salt Lake City, Utah Light Rail Project I-15 North Corridor

<http://www.utabus.com/Default.asp>  
<http://www.sr.ex.state.ut.us/I-15north/>

### Tren Urbano Puerto Rico

<http://www.dtop.gov.pr/english/tu/tu.htm>

### Alameda Corridor Long Beach & Los Angeles, CA General Information Caltrans Contracting Opportunities

<http://www.scbbs.com/alameda/alameda.htm>  
<http://www.dot.ca.gov:80/hq/TransPrg/federal/scag/ftip-local-la.htm>

### Dallas Area Rapid Transit Dallas, TX

<http://www.dart.org/expansion/index.html>

### St. Louis Airport St. Louis, MO

<http://www.lambert-stlouis.com/expansion/index.htm>



## Are You Financially Y2K OK?

As the Year 2000 rapidly approaches, it is important to review financial issues that pertain to Y2K.

### Educate Yourself About Y2K

Contact your financial institutions to determine what measures they have taken to address the Y2K issue.

### Keep Copies of Financial Records

It is always important to keep good records of your financial transactions, especially for the last few months of 1999 and the first few months of 2000.

### Make Prudent Preparations

Remember all of your payment options (credit cards, debit cards, ATM, etc.) in the event that one option does not work as planned. The Federal Reserve plans to ensure that there is adequate cash available for consumers. If you do withdraw cash, make rational decisions based on solid information. Be careful not to put yourself at risk of being robbed.

### Be On Guard Against Y2K Scams

Be skeptical if someone asks for any of your financial account numbers or offers to sell you a product, service or investment that is supposedly Y2K "safe." Protect your personal information – including your account, credit card and Social Security numbers.

### Review Your FDIC Coverage

The federal government's protection of insured deposits will not be affected by Y2K. You may want to make sure you understand the insurance rules.

While the financially industry has made responsible efforts to address the Y2K issue, no one can guarantee that everything will go perfectly. It is important for small businesses to take reasonable precautions.

For more information on Y2K view the OSDBU Y2K web site at <http://osdbuweb.dot.gov/doty2k.htm> or call the Small Business Administration hotline at 1-800-U-ASK-SBA

**ARE YOU**



**OKAY ?**

## Small Business and Prime Contractor Databases

To further facilitate procurement opportunities for small businesses, the Office of Small and Disadvantaged Business Utilization (OSDBU) has started to post hyperlinks to Directories of Small, Disadvantaged, and Women-Owned Businesses and Directories of Prime Contractors on our web site in the Related Links section at <http://osdbuweb.dot.gov/related.htm>

Included are hyperlinks to SBA's ProNet small business database, SBA's Proceed database of prime contractors, and state DOT DBE databases (as available). As more small business and prime contractor databases become available electronically, they will be added to this section of the OSDBU web site.

If you are familiar with any databases on small businesses or prime contractors that you think would be a helpful addition to this section of our web site, please submit your suggestion on our feedback page at <http://osdbuweb.dot.gov/feedback.htm>



## New and Improved ARNet Website

The Acquisition Reform Network (ARNet) website at <http://www.arnet.gov> has recently been redesigned to make it easier to find useful acquisition information. The new site includes a direct link to the Federal Acquisition Regulation (FAR) and an extensive virtual library on acquisition information. Included for each federal agency are hyperlinks to the home page, the small business office, information on business opportunities, and the agency procurement forecast. The site also has an open forum to discuss issues of concern to the acquisition community.

## TEA-21 and Indian Reservation Roads

The U.S. Department of Transportation (DOT) is responsible for implementation of provisions in the Transportation Equity Act for the 21<sup>st</sup> Century (TEA-21) affecting the Indian Reservation Roads (IRR) program.

TEA-21 reaffirmed the Federal Government's commitment to providing safe and efficient access to and within Indian lands and Alaskan native villages by authorizing \$1.6 billion in funding for the IRR program for fiscal years 1998-2003. The commitment of the Federal Government to increasing the involvement of American Indians in transportation programming and planning was also reaffirmed by this landmark legislation.

The U.S. Department of Transportation (DOT) is committed to building more effective working relationships with Indian tribal governments reflecting the rights of self government and self-determination, based upon respect for tribal sovereignty. A ONE DOT Task Force is currently finalizing the DOT policy for working with tribal governments.

The FHWA and the BIA, in consultation with the tribal governments, developed the "Indian Reservation Roads Program Transportation Planning Procedures and Guidelines (TPPG)." The TPPG, developed in conjunction with the



tribal transportation planners, represents a good basis for tribes entering into planning activities with other tribes, as well as state and local governments.

TEA-21 continued the requirement to establish more Indian local Technical Assistance Program Centers. DOT has continued to expand the number of Tribal Technical Assistance Program centers.

A set-aside of \$13 million of IRR funds per year was mandated by TEA-21, to allow the Secretary to establish a nationwide priority program for improving

deficient IRR bridges. In July, 1999 an Interim Final Rule was published on the IRR Bridge Program after reviewing comments from tribal governments, BIA offices, and county and state DOT offices. Training sessions on the program have begun.

TEA-21 required the development of a funding formula and IRR Program procedures using negotiated rulemaking with Indian tribal governments. A Federal Mediation and Conciliation Service is facilitating this rulemaking. DOT is committed to providing the necessary staff and IRR funding needed to complete this rulemaking.

By these means, DOT is working hard to implement the IRR provisions of TEA-21 as quickly and effectively as possible and will continue to do so in the future.

*For more information, contact Marc Brenman by phone at (202) 366-1119, fax at (202) 366-9371, or by e-mail at [marc.brenman@ost.dot.gov](mailto:marc.brenman@ost.dot.gov) or view the following FHWA IRR program website: <http://www.fhwa.dot.gov/flh/reports/indian/intro.htm>*

### OSDBU Web Site "New Look"



OSDBU is currently in the process of redesigning our web site as part of our continuous effort to improve the quality of service to the OSDBU community.

Our new site is being designed to provide information in a user-friendly manner to assist small businesses in fully participating in DOT-direct funded procurements and DOT-assisted contracting opportunities of state and local transportation agencies.

Our goal is to keep the strengths and recognition factor of our old site, while taking the opportunity to improve.

The new site will go live during the month of November. We encourage you to provide comments in the Feedback section. As always, our web site address is <http://osdbuweb.dot.gov>

### Internet Privacy

The U.S. Department of Transportation is committed to protecting the public's right to privacy on its websites. In support of this effort, the Office of Small and Disadvantaged Business Utilization (OSDBU) has posted a privacy policy on the OSDBU website. The purpose of this statement is to let you know what information we collect on visitors and what we do with that information.

OSDBU encourages all of the participants in the small and disadvantaged business community to develop privacy policies for their own websites.

# AmerInd, Inc., Empowered to Excellence

AmerInd, Inc. of Alexandria, Virginia is our featured Success Story for November. Ms. Patricia (Trisha) Parson and a partner, both of Cherokee descent, started the company in 1983 naming it AmerInd to highlight their American Indian ancestry. At the helm, Ms. Patricia (Trisha) Parson, President/CEO and Chairman of the Board.

Ms. Parson, had experience starting other entrepreneurial businesses and was being encouraged to start a new one as a woman-owned business. While laying out the mission of the company, she met Ray Dennison who had recently retired from the Marine Corp. It was obvious they would make a great team. They worked together for twelve years, until Mr. Dennison retired in 1995.

This team began their business in a one-room office. Their current headquarters are located in Old Town Alexandria, Virginia. Today AmerInd, Inc. has 14 operations sites throughout the United States.

Their first year's gross income was \$80,000, but they anticipate their exponential growth will result in revenues of \$20 million by year 2000. Their original team of 4 people has now grown to a collaboration of 175 associates.

Ms. Parson has been an entrepreneur nearly all her life. Both of her parents had small businesses of their own. Her father was an orphan with only an 8<sup>th</sup> grade education who worked to put his sisters through school.



**Trisha Parson**

Her mother worked as a hairstylist. Together, they started several restaurants and cafés, making each a success, then selling and going on to the next venture. By the time Ms. Parson was 11, her parents owned a convenience store. Ms. Parson proposed using a small building adjacent to her parents' store as a snow cone concession. Her father loaned her the capital to buy the equipment and her first business was started. She hired school friends to work there.

Ms. Parson started her career in the corporate world but was eventually discouraged when she experienced what she refers to as limited opportunities due to a "low glass ceiling." It was at that point that she decided to go into business for herself.

From the creation of AmerInd, Inc. the founders envisioned building a company with a culture where employees could make a contribution. Parson recognized that people want to be listened to, have a say, and "leave their thumbprint". AmerInd, Inc. has accomplished this goal by being a superior, quality organization committed to "Delighting the Customer," and one that empowers their employees, known as "Associates".

AmerInd's "Can-Do" attitude has resulted in enthusiastic response from their customers as well. Ms. Parson maintains a four-inch binder full of letters of recognition and acknowledgments of the quality work done by AmerInd, Inc. She credits this to the associates who make up AmerInd, not herself. She explains that her management style is her nature, "which is to coach and lead, not to manage." She likes to serve and see other people succeed. "I encourage people to make mistakes, learn from them and to share

with others. I want to give our Associates freedom, not try to control them. I believe people follow you because they want to." This insightful style has led AmerInd, Inc. to success.

AmerInd offers information and engineering services, they specialize in change management, business process optimization, work force engineering and work productivity training. "We work with businesses and government agencies to help change the way they do business and to increase productivity and performance."

The list of AmerInd's clients includes various organizations within the Department of Transportation e.g., Federal Aviation Administration and the United States Coast Guard; other civilian agencies such as Departments of Commerce, Treasury, State, Veterans Affairs; and Federal Emergency Management Agency, the Department of Justice and Office of Personnel Management. Department of Defense agencies include Defense Logistics Agency, Navy, National Guard Bureau, Army, Joint Staff and other military components.

They were the recipients of the Department of Transportation's Minority Business Enterprise Award in 1990, listed in *Inc. Magazine's* Top 500 in 1994, in the National Technology Fast 500 in 1995, and in the Top 25 Minority Owned Systems Integrators, to name just a few of their accolades.

*For more information on AmerInd call 703-836-5900, fax them at 703-836-8691, or e-mail them at [business@amerind.com](mailto:business@amerind.com). You can visit their website at: <http://www.amerind.com>*



**AmerInd**

**Delivering Solutions that Delight Customers**

## Arizona Transportation Marketplace

The U.S. DOT Office of Small and Disadvantaged Business Utilization (OSDBU) is offering an Arizona Transportation Marketplace on December 16, 1999 in Phoenix, Arizona. All small business owners, including minority and women enterprises, are invited to learn more about opportunities with the U.S. DOT, the Federal Highway Administration (FHWA), the Federal Transit Administration (FTA), the Federal Aviation Administration (FAA), the Arizona Department of Transportation (ADOT), the City of Phoenix, the City of Tucson, other government agencies and prime contractors.

Registration is free. You can register electronically on the OSDBU web site at: <http://osdbuweb.dot.gov/cfapps/register/azmktplac.cfm>

*For more information, contact Carla Coolman by phone at 1-800-532-1169 ext. 9886 or by e-mail at [carla.coolman@ost.dot.gov](mailto:coolman@ost.dot.gov)*

## CALENDAR OF EVENTS FOR November / December 1999

Date	Place	Contact
November 18	Regional Investment Forum Anaheim, CA Sponsored by California Alliance for Advanced Transportation (CAATS)	Randi Dixon 916-325-0473
November 21-23	National SBIR Conference Las Vegas, NV Sponsored by the SBIR	sharon@zyn.com (360) 683-5742
December 1	Vision 2000: The States and Small Business Conference Washington, D.C. Sponsored by SBA	Small Business Administration Office Advocacy (202) 205-6531 <a href="mailto:advocacy@sba.gov">advocacy@sba.gov</a> <a href="http://www.sba.gov/advo/vision.html">http://www.sba.gov/advo/vision.html</a>
December 1-4	National 8(a) & SDB Association Annual Conference Buena Vista, FL Sponsored SBA	(404) 880-4154 <a href="mailto:reg4contractors@mindspring.com">reg4contractors@mindspring.com</a>
<p><i>It's not too late to take advantage of Y2K Educational Events offered by the Small Business Administration (SBA), Department of Commerce, National Institute of Standards and Technology (NIST), Department of Agriculture, as well as other agencies and organizations. A schedule can be viewed at <a href="http://www.sba.gov/y2k/y2kcalendar.html">http://www.sba.gov/y2k/y2kcalendar.html</a> or call SBA at 1-800-U-ASK-SBA.</i></p>		

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